



# CIVIL SITEWORK Estimating

## Description:

Participants will learn skills and knowledge to estimate civil sitework construction projects and prepare a successful bid.

## Audience:

The course is designed for those interested in becoming civil sitework estimators and for workers with experience in construction that desire to improve their knowledge of sitework estimating.

## Course fee includes:

All books and materials, lunch, certificate upon completion and parking.

## The course includes:

Two days (16 hours) of lessons with instructor plus an online portion involving research, reading and answering questions (7-8 hours) that will be marked by the instructors.

## Education credits:

The course is eligible for 4 CCA Gold Seal education credits upon completion.

## The instructor:

**Mark Waters**, GSC

Go to [bgcpartners.ca/our-team](http://bgcpartners.ca/our-team) for instructor bio.

## At the end of the course participants will be able to:

- Calculate work quantities from engineering drawings
- Adjust for material swell and shrink factors
- Assemble efficient crews, and determine productivity
- Put into practice effective methods for determining job costs
- Use essential formats for clearly estimating equipment, labor, material and other service costs related to completing a project
- Assess and decide how a variety of physical site complexities may affect the estimated cost of a project. Use methods to counteract these variances
- Better identify and interpret general site conditions, special conditions and technical specifications associated with sitework projects
- Analyze projects and decide on which ones to bid
- Understand risk analysis and how to price this into a bid
- Do competitor analysis and understand how this impacts the bid
- Do client risk analysis and how to price this into bids
- Record material and other prices and maintain contact lists
- Formulate a bid strategy
- Understand how to prepare an estimate and the estimating process
- Become familiar with Construction Division Codes
- Understand how to present a bid
- Be familiar with how to use the bid depository
- Understand the requirements for bonding and insurance
- Understand the post-bidding process
- Work with project managers to pass on knowledge of the bid



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